



**HMMWV
THEATRE PROVIDE EQUIPMENT
REFURBISHMENT (TPER)
COMPETITIVE ACQUISITION**

**PRE-SOLICITATION CONFERENCE
19 APRIL 2007**



AGENDA

Mike McHugh

- WELCOME
- ADMINISTRATIVE GUIDELINES
- CONFERENCE GUIDANCE
- ACQUISITION STRATEGY
- SCHEDULE
- SIGNIFICANT SOLICITATION TERMS & CONDITIONS
- SCOPE OF WORK REVIEW
- COMPETITIVE SOURCE SELECTION PROCESS
- INDIVIDUAL MEETINGS WITH INDUSTRY



ADMINISTRATIVE GUIDELINES

- Smoking allowed outside of the building only
- Copies of the briefing charts will be posted to the web site
- Questions are encouraged. All questions should be written on the 3 x 5 cards
- Questions shall be placed in the boxes near the door
- Questions may be answered during the Conference or in individual sessions, but formal posting will not occur; the RFP will reflect the Gov't disposition of issues
 - If you are unsatisfied, re-ask the question after RFP release and the formal Q&A process will provide a posted response
- The list of attendees will be posted to the web site
- The published final RFP shall govern in the event of a conflict with information given at the conference
- All communication with the Government shall be thru the Contracting Officer or his representatives
 - Mike McHugh 586 573-2203 email: micheal.d.mchugh@us.army.mil
 - Lisa Butt 586 574-8839 email: lisa.butt@us.army.mil



CONFERENCE GUIDANCE

- Information presented today is for **informational purposes only**
- Proposal shall be based on final solicitation posted to the TACOM web site, including amendments
- Offerors are notified that the Government will not reimburse costs incurred for solicitation preparation (FAR 31.205-18)



ACQUISITION STRATEGY

- One Solicitation , One contract award
- SOW is to perform scheduled and unscheduled maintenance in Kuwait on the following Light Tactical Vehicles
 - M1114
 - M1151
 - M1152
 - M1165
 - M997
- Contractor provided facility, Government Furnished Material
- Three Pricing Bases
 - Firm Fixed Price – for all mandatory Maintenance & Repair Actions on every vehicle inducted
 - FFP is by vehicle regardless of revision level
 - Firm Fixed Price – for removal of major subcomponents as recommended by the contractor and as authorized by the Gov't
 - Time & Materials – for all unscheduled maintenance as recommended by the contractor and as authorized by the Gov't



ACQUISITION STRATEGY QUANTITIES/MONTHLY DELIVERY RATES

- Guaranteed Minimum: 420 (1st Delivery Order)
- Contract Maximum: 16,445
- 2nd and subsequent ordering periods
 - RFP provides for two set of pricing:
 - Prices for three ranges with a maximum monthly rate of 180 vehicles/mo
 - Optional Prices for five ranges with a maximum monthly rate of 320 vehicles/mo
 - Government must exercise the option for the second ordering period by NLT 11 months after K award, and NLT 120 days prior to the end of each subsequent ordering period
 - If option is exercised maximum refurbishment rate of 320 vehicles/mo will be required by 15 months DAC.



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ACQUISITION STRATEGY

QUANTITIES/MONTHLY DELIVERY RATES

(DRAFT)

Delivery Ranges/Probabilities – Basic

Delivery Rate Range	Probability	HMMWV Light Tactical Vehicles RFP
Range #1	10%	35-74/MO
Range #2	30%	75 – 124/MO
Range #3	60%	125 – 180/MO

Delivery Ranges/Probabilities – Optional

Delivery Rate Range	Probability	HMMWV Light Tactical Vehicles RFP
Range #1	5%	35-74/MO
Range #2	10%	75 – 124/MO
Range #3	15%	125 – 180/MO
Range #4	30%	181 – 240/MO
Range #5	40%	241 – 320/MO



ACQUISITION SCHEDULE

<u>EVENT</u>	<u>DATE</u>
Synopsis Released	6 Apr [✓] 07
DRFP Released	10-13 [✓] Apr 07
Pre-Solicitation Conference	[✓] 19 Apr 07
Release Final Solicitation	27 Apr 07
Proposals Due Hrs)	29 May 07 (1200
Contract Award	16 Jul 07



Significant Solicitation Terms & Conditions



Ordering Provision - Variable Monthly Delivery Rates

- The Army requires the flexibility to order TPER at various delivery rates to accommodate the exigencies of the ongoing GWOT.
 - To accomplish this requirement the RFP incorporates **range pricing**.
 - Under this provision, offerors are required to propose unit prices for several ranges of delivery rates as stated in Section L and attachment XXX.
- After the initial start up period, the Government will have the unilateral authority under the resulting contract to issue orders at any of the stated delivery rates.
- The Government may vary the delivery rate on a monthly basis, but the contractor will be provided not less than **30 days notice of a change** in the required production rate.
- Additionally, the prices proposed will be based on **continuous production** at the minimum monthly rate. The contractor may refuse to honor any delivery order that incorporates a delivery rate **not priced in the contract**.



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HIGHLIGHTED RFP TERMS & CONDITIONS

- GFM - Gov't will provide seed vehicles and GFM parts (including Push Package) to support schedule
- Ktr responsible for timely ordering
 - Ktr may buy outside supply system as need arises with COR approval
- 252.225-7040 CONTRACTOR PERSONNEL SUPPORTING A FORCE DEPLOYED OUTSIDE THE UNITED STATES JUN/2005
- 52.204-4005 REQUIRED USE OF ELECTRONIC CONTRACTING SEP/2004
- 52.245-4000 ACCOUNTABILITY OF ITEMS UNDER OVERHAUL/MAINTENANCE/REPAIR CONTRACTS MAY/2001 (TACOM)
- 52.216-22 INDEFINITE QUANTITY OCT/1995
- **TACOM OMBUDPERSON**
 - If you feel we aren't as responsive as we should be you have recourse to the TACOM Ombudsperson
 - Ms. LaRuth Shephard
 - AMSTA-AQ-C
 - Mail Stop 309
 - Warren, MI 48397
 - Email: shephardl@tacom.army.mil



Theater Provided Equipment LTV

Section C Overview

Rod Quick

HMMWV EQUIPMENT SUSTAINMENT
TEAM LEADER

Tactical Vehicle Product Support
Integration Directorate

DSN 786-2713/Comm 586 753-

27137418

Serving "Our Army at War--Relevant and Ready"





Highlights

Section C

Statement of Work

Refurbishment of Light Tactical Systems

BACKGROUND

- The requirement exists to refurbish the Army's fleet of Light Tactical vehicles in Southwest Asia.
- Coalition Forces Land Component Command's (CFLCC) intent is to establish a refurbishment program for equipment that has become highly worn due to battle damage, high mileage, extended usage, and additional weight due to Armor and enhancements, extreme temperatures, and lack of sustained maintenance programs in the performance of their mission.
- Vehicles are expected to require both Scheduled and Unscheduled Maintenance
- In order to reduce costs and turn around time, the Government has decided to pursue actions that would require the refurbishment to be done at a contractor provided and operated facility located in Kuwait.



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DESCRIPTION

- The contractor shall provide diagnosis, services and repairs in accordance with Technical Manuals (TMs), Technical Bulletins (TBs) Maintenance Advisory Messages (MAM), Modification Work Orders (MWO), Delayed Desert Damage (DDD) and other military instructions related to the equipment being diagnosed, serviced and repaired in support of the military's refurbishment program. The contractor will refurbish end items and the associated subsystems to include:

Light Tactical Vehicles (HMMWV)

M997

M1114

M1151

M1152

M1165



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DESCRIPTION

- The contractor shall operate a facility in Kuwait to receive, classify, store, and refurbish LTV and the associated subsystems.
- The refurbishment work includes, but is not limited to: inspection, cleaning, adjusting, repair and/or replacement of major assemblies and subassemblies.
- Only spot CARC painting due to exposed metal or after repair due to corrosion or body damage is required.
- The contractor shall complete all Scheduled Maintenance and Repair actions required, and removal and replacement of specific major subcomponents as authorized under the fixed price CLINs and all authorized unscheduled maintenance and repair actions under the T&M CLINs.
- For final acceptance, the contractor shall demonstrate that the vehicle is in accordance with all scheduled and unscheduled maintenance and repair actions were performed as authorized.



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PRE-INSPECTION PROCESS

- The Government will use the Points System Checklists at Attachment 005 to initially qualify vehicles for induction into the Light Tactical Vehicle (LTV) Theater Provided Equipment Refurbishment (TPER) Program.
- This checklist determines whether the vehicle shall be a candidate for National Level RESET or if the vehicle is suitable to be refurbished under the LTV TPER effort.
- The checklists will be applied to the LTV TPER vehicles prior to arrival at the Refurb Center to insure that the appropriate candidate vehicles are provided to the contractor for refurbishment under this program.
- In the event the contractor receives a vehicle system that does not meet the induction criteria for the refurbishment program IAW Attachment 005, the contractor shall notify the DCMA ACO who shall provide disposition instructions.
- In no event shall a vehicle that qualifies for National Level RESET be inducted into the TPE Refurb program.



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VEHICLE REQUIREMENTS

All vehicles will be inspected, and repaired if required using the referenced material and criteria provided in Attachments 002, 003, 004, and 005. These detailed service instructions include mandatory repair tasks and unscheduled maintenance tasks that are dependent on condition of vehicles at the time they are processed through the facility.

Attachment 001 Mix of Candidate Vehicles

Attachment 002 Additional Instructions for Enhancements and Upgrades

Attachment 003 Applicable Publications and Forms

Attachment 004 Additional Instructions and Mandatory Replacement Parts

Attachment 005 Applicable Point System Checklist

Attachment 006 SOP on DRMO retrograde of the unserviceable assemblies

Attachment 007 Unified Facilities Criteria (UFC) DoD Minimum Antiterrorism Standards for Buildings

Documents referenced in Attachment 003 can be found at the following:

<https://acc.dau.mil/CommunityBrowser.aspx?id=32379>

<https://www.logsa.army.mil>



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INDUCTION

- Upon receipt of the vehicles the contractor shall load them in Unit Level Logistic System-Ground (ULLS-G) and process ULLS-G work order through Standard Army Maintenance System E (SAMS-E).
- The contractor shall order supplies and parts using the SAMS-E.
- The contractor shall pick up and turn-in supplies and repair parts from and to the Supply Support Activity, (SSA) at Camp Arifjan In Accordance With, (IAW) AR 710-2, DA PAM 710-2-1 and AR 750-1.
- Each vehicle received by the contractor for induction into the LTV TPER process shall be jointly inspected by the Contractor and the Government.
- It shall be jointly confirmed that the vehicle to be inducted meets the criteria for refurbishment spelled out in Points System Checklist, Attachment 005.
- The contractor and the Government shall validate the initial results of the Points System Checklists completed during the pre-inspection process (see paragraph C.2) by completing a checklist for each vehicle to confirm the original results at the TPE Refurb Center.



INSPECTION AND MAINTENANCE AUTHORIZATION DOCUMENT (IMAD)

- Upon completion of the joint inspection, the contractor shall prepare an inspection report detailing all maintenance and repair actions needed for that particular vehicle.
- This inspection report shall include all mandatory maintenance and replacement actions required by the firm fixed price CLINs and applicable TMs.
- This inspection report shall also include the Contractor recommendation to the QAR as to:
 1. The extent that any of the 6 major sub-assemblies (engine, transmission, differential, transfer case, geared hub, 200 AMP Alternator) require replacement under the LTV TPER.
 2. Any required additional maintenance that is not included in the firm fixed price, needed to bring the vehicle up to -10/-20 standards.
- The ACO or QAR will retain authority to waive the repair of any unscheduled maintenance action to a vehicle that is cosmetic in nature (e.g. tear in seat cushion).
- The Inspection and Maintenance Authorization Document (IMAD) format shall be approved IAW Contract Data Requirements List (CDRL) A001.



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INSPECTION AND MAINTENANCE AUTHORIZATION DOCUMENT (IMAD)

- The contractor shall provide, as part of the IMAD, an estimate of the number of hours needed to effect the maintenance and repair action that are beyond those included in the firm fixed price scope of work.
- This estimate shall include a breakdown of the skills required to perform the maintenance and repair, matched against the skills provided in the Time & Materials CLINS of the contract.
- If a vehicle requires no unscheduled maintenance actions, an IMAD shall be prepared showing zero unscheduled maintenance hours and approved by the ACO.



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INSPECTION AND MAINTENANCE AUTHORIZATION DOCUMENT (IMAD)

- Upon approval of the IMAD by the ACO, the contractor is authorized to proceed to perform, the scheduled maintenance, any approved major subsystem removal and replacement action and the approved unscheduled maintenance and repair actions, and any ancillary or associated maintenance and repair actions, up to the hours authorized by the ACO.
- In the event that during the course of the maintenance and repair actions the contractor discloses additional unrelated needed maintenance or repairs, or if the hours authorized by the ACO are expended, the contractor shall prepare and present to the ACO an amended IMAD with a revised estimate of the T&M effort required.
- The amended IMAD shall include all previously authorized work plus the additional required maintenance and repairs.
- Upon approval of the amended IMAD the contractor may proceed to execute the revised estimate of maintenance and repair actions.
- The contractor shall track total authorized T&M hours for each individual vehicle inducted.



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INSPECTION AND MAINTENANCE AUTHORIZATION DOCUMENT (IMAD)

- The contractor shall be responsible to total all T&M hours authorized for all vehicles received.
- When the total hours authorized reaches 75% of the total hours funded for any labor category under the contract, the contractor shall notify the PCO that additional funding may be needed.
- In no event is the Contractor authorized to expend more hours than the amount funded under the applicable CLINs.
- This tracking of authorized hours shall also include a reconciliation of the hours authorized to the hours actually expended for a completed, accepted vehicle, with the authorized hours account credited for any hour authorized but not expended.
- The contractor shall make the total hours expended available to the Government upon request.



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INSPECTION AND MAINTENANCE AUTHORIZATION DOCUMENT (IMAD)

- The approved IMAD will become the basis for inspection and acceptance of the vehicle.
- At the end of the TPER process the contractor shall present the IMAD with a DD250 to the COR so that the COR may verify that the work authorized was satisfactorily performed.
- The COR's signature on the DD250 will authorize payment of the fixed price amount established in the CLIN for TPER of the vehicle.
- Periodic billing of the authorized, expended T&M hours shall be as authorized by the ACO.
- The contractor shall incorporate IAW CDRL A002 the following information taken from the IMAD and DD250. At a minimum the information shall include: Vehicle serial number, Total Unscheduled Maintenance Hours expended on the vehicle, all unscheduled maintenance actions (parts listed by NSN) and hours per action completed on each the vehicle.
- The contractor shall collect this information in a database in Microsoft Excel format and provide to the Government IAW CDRL A002.



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REFURBISHMENT

- The contractor shall perform vehicle maintenance to include both scheduled and unscheduled maintenance actions IAW the applicable Attachments 002, 003, 004, and 005 to bring each vehicle to the -10 and -20 maintenance standards.
- This effort includes the contractor installing or if applicable refurbishing of armor and enhancements as required in Attachments 002 and 004.



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FIRM FIXED PRICE

- FIRM FIXED PRICE:

The contractor shall include and perform at a fixed price the following: Pickup and transportation from Camp Arifjan to Contractor's facility (and return upon completion), induction and initial joint Government and Contractor inspection, performance of all mandatory scheduled services in accordance with Attachment 004, all reassembly of the vehicle that is related to those actions, the final inspection requirements of the vehicles and administrative time to include ordering parts and any supply transactions required on the vehicle as it's received.

- FIRM FIXED PRICE-MAJOR SUB ASSEMBLIES:

The following items are not mandatory replacement actions however they shall be firm fixed priced. All unscheduled maintenance that involves the removal and replacement of engines, differential, transmissions, transfer cases, geared hubs, and 200 AMP alternators shall be firm fixed price. This shall include all costs associated with the effort in replacing the subassembly and include the cost of packaging the used recoverable part and transportation of them to Camp Arifjan. Additional information on unserviceable parts may be found in C.10.



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FIRM FIXED PRICE

TIME AND MATERIALS:

The contractor shall charge and perform on a time and materials basis all unscheduled maintenance actions IAW -10 and -20 technical manuals, including spot CARC painting (if required), that are not firm fixed price. Unless specifically approved by the Government, the contractor is not authorized to perform any work under this contract on vehicles not meeting the threshold for induction into LTV TPER as established in the Points System Checklist. The unscheduled maintenance charged under time and materials shall include all labor required to replace the part. If the replacement of the part requires additional testing and inspection requirements the contractor shall charge that portion under time and material. In the event of an unscheduled maintenance action charged under time and material, the contractor shall ensure that any overlapping labor that has already been or will be charged as part of a firm fixed price action is not charged under the time and materials portion.



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FINAL INSPECTION

- Upon completion of all Scheduled Maintenance and Repair actions required under the firm fixed price CLINs and all authorized unscheduled maintenance and repair actions under the T&M CLINs, the contractor shall demonstrate the vehicle is in accordance with the Government approved Final Inspection Record (FIR)(see C.17.3 for FIR requirements) for that vehicle, including demonstrating that all scheduled and unscheduled Maintenance & Repair actions annotated on the IMAD were performed as authorized.
- If the vehicle successfully demonstrates full FIR performance the vehicle shall be finally accepted and a DD250 or WAWF with the IMAD attached shall be approved by the QAR.



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FINAL INSPECTION

- If full FIR performance is not achieved by the vehicle, the contractor shall, within the firm fixed price, investigate and determine the cause of the shortcomings. If the performance shortcoming is caused by a workmanship on Maintenance and Repair actions that the contractor performed or as a result of contractor furnished material, regardless of whether the work was performed under the FFP or T&M portions of the contract, the contractor shall provide at no additional cost to the Government all labor needed to remedy such shortcoming and demonstrate full FIR performance.
- If full FIR performance is not achieved, but there is no workmanship or material failure in any of the Maintenance and Repair actions attributable to the contractor under the FFP or T&M CLINs, then the contractor shall be considered to have met its performance obligation under the contract, and is entitled to full payment for the firm fixed price work performed. The Government may authorize additional T&M effort to bring the vehicle up to full FIR performance levels.



VEHICLE RETURN/UNUSED UNSERVICEABLE PARTS

- The contractor shall coordinate with the Government to return the vehicles after inspection and acceptance.
- The contractor shall, on a weekly basis, obtain the Overaged Itemized List Repairables ORIL by the supported warehouses using SARSS. The contractor will have 10 days to turn-in all used/excess recoverable parts and major assemblies. Turn-in shall be IAW Camp Arifjan local turn-in SOP and IAW AR 710-2, paragraph 2-13. See DRMO retrograde of unserviceable assemblies attachment SOP (encl 5).
- The contractor shall perform disposal or turn-in of barrels or pallets of POL in accordance with local SOP or QAR instruction.
- If the container in which the new assembly was shipped is still suitable for packaging, the major sub-assemblies (Engines, differentials, transmissions, transfer cases, geared hubs and 200 AMP alternators) shall be packaged in the same container.
- If the container is not suitable for packaging, the contractor shall provide a similar container.
- The contractor shall drain all fluids from the item; ensure the container is free of oil and otherwise suitable for shipment to the Supply Support Activity (SSA).



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GOVERNMENT SUPPLY SYSTEM

- The contractor shall use the Army's Supply system IAW AR 710-2, DA PAM 710-2-1, DA PAM 710-2-2, AR 725-50, AR 750-1, and associated automated system TMs.
- The contractor shall use SAMS-E to requisition, receive and track shipping status of all Government furnished CL IX material IAW applicable US Army regulations, local command policies, and the SAMS-E user manual.
- The contractor shall ensure their facility has a dedicated line for File Transfer Protocol (FTP) blast capabilities.
- The contractor shall be responsible for providing trained/certified personnel who have an understanding of US Army supply and SAMS-E operating systems.
- The Government will furnish a DODAAC.



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GOVERNMENT SUPPLY SYSTEM

- In the event the contractor cannot obtain parts through the Government supply system within sufficient time to complete the timely repair of vehicle, the contractor is authorized to locally purchase parts through commercial sources upon receipt of ACO approval.
- In the event the contractor locally purchases, the contractor shall document all parts costs associated with parts obtained commercially by serial number and provide proper invoicing information.
- The contractor shall keep records of purchase and running total of expenditures per FAR 45.5 and property control plan.
- After the contractor exhausts all other means for obtaining the required parts to continue vehicle refurbishment, the contractor may, as authorized by the ACO, utilize parts available from other Government owned vehicles in its possession.



GOVERNMENT SUPPLY SYSTEM

- The contractor shall receive, store, and issue all CL III POL and CL IX material as necessary in support of the effort.
- The contractor will identify and inspect supplies upon receipt for damage and shortages IAW AR 735-11-2.
- The contractor shall continually maintain an adequate inventory at all times. To ensure inventory accountability, the contractor will be required to perform 100% wall-to-wall location and inventory surveys on shop stock.
- These inventories will be conducted on a quarterly basis IAW AR 710-2 paragraph 3-24 and AR 735-5 paragraph 2-6.
- Copies of inventory adjustment reports shall be maintained and submitted to the cognizant COR and DCMA ACO.
- The contractor shall maintain accountability records, voucher registers and stock control of materiel received, issued and stocked.
- The contractor shall keep records of purchases and a running total of all requisition expenditures, cost data, and lead times per FAR 45.4 and the contractor's property control plan.
- The contractor will provide the government copies of all CL IX expenditures and any supply related data upon request.



LOCATION/PERSONNEL

- The contractor shall provide a facility within about 75 KM radius of Camp Arifjan, Kuwait, that meets the minimum criteria as prescribed in Attachment 007.
- Contractor's Facility must be located in Kuwait and be easily accessible to Camp Arifjan.
- The contractor shall site its facilities in consideration that the contractor will be conveying significant numbers of heavy equipment and repair parts to and from the contractor's location.
- The contractor shall locate the facilities such that there is easy access to the facility without any undue burden or disruption of the local course of business, livelihood, culture and sensibilities of the local population.
- The contractor's facility shall have sufficient space to accommodate the performance of Government personnel. The space at a minimum shall include 7 workstations that allow for access to the internet and phone services.



LOCATION/PERSONNEL

- All contractor employees may be subject to the customs, processing procedures, laws, agreements and duties of the country in which they are deploying to and the procedures, laws, and duties of the United States upon re-entry.
- Contractor shall verify and comply with all requirements.
- The Contractor shall hire personnel capable of performing maintenance, receiving, classifying, storing and issuing equipment, parts and supplies IAW Army Technical Manuals and Technical Bulletins and reference material related to the equipment being refurbished, and applicable Army Regulations governing maintenance (AR 750-1), supply (AR 710-2) (DA PAM 710-2-1 and property accountability (AR 735-5) requirements.
- The Contractor shall provide for a sufficient number of English speaking personnel to insure that the Scopes of work and U.S. Army reference material can be fully understood and implemented during the refurbishment process.
- The contractor shall comply with the current CONUS Replacement Center (CRC) requirements at the time of deployment of personnel from CONUS to Kuwait.



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LOCATION/PERSONNEL

- The Government will provide the contract employees with Chemical Defensive Equipment (CDE) familiarization training commensurate with the training provided to Department of Defense civilian employees. Current POC for this training is Mr. Earl Davis, AMC CONUS Deployment Representative, (404) 464-6293.
- The training will take place at the CRC located at Fort Bliss, TX. (Subject to location change)
- The Government shall provide the contract employees with all identification cards and tags required for deployment.
- These shall be obtained through the CRC. The contract employees are required to obtain a medical screening at the CRC for FDA approved immunizations, which shall include DNA Sampling.
- The contract employees are required to bring passports, visa, shot records and personal items to the CRC.
- They may also be issued all required military unique Organizational Clothing and Individual Equipment (OCIE) at the CRC.
- The Government shall provide the contract employees with the necessary ISOPRED and FPI and SERE training. This training will



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PARTS PUSH PACKAGE/TASK ORDERS

- The Government will provide as a part of Government Furnished Material, a push package of parts to facilitate timely refurbishment of vehicles during the initial ramp up period.
- The push package will consist of the mandatory and selected unscheduled replacement parts sufficient for 3 months of production. Full listing of push parts will be provided to the contractor 10 days after contract award.
- Contractor will be allowed to respond and request adjustments to the initial push packages within 7 days of receipt of the push package list.
- The Contractor shall begin performance after date of award and award of the first task order.
- The facility shall establish an Initial Operational Capability (IOC) by inducting vehicles meeting the criteria for refurbishment for processing within 60 days after date of award.
- IOC is further defined as the ability to deliver no less than 35 completed vehicles within 90 days after date of award with a ramp up of production between 90 days and 180 days such that the full rate required by the delivery order is reached by 180 days after delivery order award.



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TASK ORDERS

- The Government reserves the right to adjust the vehicle models and quantity of equipment refurbished by the contractor based on Theater requirements and availability.
- If the Government changes the priority of work based on quantity and type, the contractor will be given notification, in writing, 30 days prior to adjusted production requirements (see F narrative F0001 for additional information).
- Any additional work that exceeds the scope of effort outlined herein, in terms of proposed hours, materials and travel costs, shall be subject to further negotiation as required by the Changes Clause found in the contractor's basic contract.



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QA & QC

- The Contractor shall develop, implement, and maintain a quality system acceptable to the Government for all supplies and services to be provided under this contract.
- The quality system shall, as a minimum, meet the requirements of ANSI/ISO/ASQ Q9001:2000 Quality Management System Requirements, or an equivalent standard acceptable to the Government.
- Government approval of the Quality System is not required, if at the time of contract award, the Contractor is registered to this standard by an accredited third party auditing firm or certification body.
- The Contractors Quality System requirements shall apply at the place of execution, fabrication, in-process and final assembly.
- The quality system shall address all software and hardware contractual requirements.
- The quality system and manual shall follow the guidelines in ISO10013:1995, Guidelines for Developing Quality Manuals or an equivalent document.
- The Quality Assurance Manual and procedures shall be made available to the Government for review upon request.



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IN-PROCESS INSPECTION

- The Contractor shall identify and establish in-process inspection points and document inspections where the absence of such inspections could adversely affect component or system quality.
- These inspections shall evaluate the conformance of materials, welding, workmanship and processes to contractual, drawing and performance specification requirements.
- The Contractor shall collect and analyze data to assure the Government Representative of statistical process capability.
- The Government reserves the right to either witness or conduct its own in-process inspections.



FINAL INSPECTION RECORD

The Contractor shall prepare and maintain an end item FIR for vehicles delivered, to include a listing of all scheduled and unscheduled maintenance actions completed. The FIR shall incorporate the IMAD document. The FIR shall list each characteristic and function inspected to verify the contractor has performed the maintenance and repair actions as required by the Government approved IMAD. The FIR shall be in the Contractor Format, however at a minimum, the FIR shall have blocks for the contractor inspector's initials indicating that each vehicle maintenance action was inspected and either accepted or rejected, and another block for re-inspection and acceptance of any rejected characteristic or function. Final review and acceptability shall be indicated by a signature block containing the full name and title of the contractor rendering approval. A sheet to record deficiencies and corrective actions shall be attached as the last sheet of the FIR. IAW CDRL A005 the FIR shall be provided to the Government and shall be subject to Government review and comment. Upon Government approval, any subsequent changes to the FIR shall be approved by the PCO.



START OF WORK MEETING

- A start of work meeting shall be held at U.S. Army TACOM-LCMC within 15 days of contract award. The actual date will be coordinated between the contractor and the PCO. The contractor shall provide written minutes of these meetings IAW CDRL A004, which must be signed by the contractor's manager and Government Representative.
- The Government reserves the right to hold a start of work meeting at the Contractor's refurbishment facility. The actual date will be coordinated between the contractor and the Government. The contractor shall provide written minutes of these meetings IAW CDRL A004, which must be signed by the contractor's manager and the Government.
- At the QAR's discretion the contractor shall meet to discuss various performance issues. Meetings will be scheduled as needed and can be accomplished through a Video Telephone Conference (VTC). The contractor may request meetings whenever a Contract Discrepancy Report is issued. The contractor shall provide written minutes of these meetings IAW CDRL A004, which must be signed by the contractor's manager and COTR.



PARTS FORECAST

- Beginning 90 days after contract award, and continuing every 90 days thereafter, the contractor shall provide to the Contract Specialist, a forecasted list of parts that the contractors plans on ordering within the next 90 days.
- This forecast is designed to help maintain adequate stockage levels in the Government Supply system.
- The parts forecast shall be in contractor format but should include the NSNs, and quantities of the parts forecasted.



Proposal Submission/Selection Criteria and the Competitive Source Selection Process

David Jackson



SOURCE SELECTION PROCESS

- Source Selection Authority
 - The Source Selection Authority (SSA) is the official designated to direct the source selection process and select the Offeror for contract award.
- Source Selection Evaluation Board (SSEB)
 - An SSEB has been established by the Government to evaluate proposals in response to this solicitation.
 - The SSEB is comprised of technically qualified individuals who have been selected to conduct this evaluation in accordance with the evaluation criteria listed for this solicitation.
 - Careful, full, and impartial consideration will be given to all proposals received pursuant to this solicitation.



BASIS OF AWARD

A single contract award is anticipated to that source whose proposal provides, in the Government's judgment, the most advantageous and realistic proposal considering both non-price and price areas as described below.



REJECTION OF OFFERORS

- M.2 Rejection of Offers. The Government may reject any proposal which:
 - a. Merely offers to perform work according to the RFP terms or fails to present more than a statement indicating its capability to comply with the RFP terms without support and elaboration, as specified in the solicitation; or
 - b. Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform RFP requirements due to submission of a proposal that is unrealistically high or low in price and/or unrealistic in terms of technical or schedule commitments; or
 - c. Contains any unexplained, significant inconsistency between the proposed effort and the proposed price, which implies the Offeror has (1) inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract; or
 - d. An offer that is unbalanced, as to prices. An unbalanced offer is one, which is based on prices significantly high or low for one given ordering period versus another ordering period; or
 - e. Fails to meaningfully respond to the Proposal Preparation Instructions specified in the solicitation.
 - f. Offers a product or services that do not meet all stated material requirements of the solicitation.
 - g. Is unaffordable



DISCUSSIONS

- The Government intends to evaluate proposals and award Contracts without discussion.
 - We will have only limited ability to conduct exchanges with you to resolve ambiguities and inconsistencies.
 - PLEASE - fully comply with the Proposal Preparation Instructions
 - If you don't understand what's requested, ASK THE PCO!
- However, the Government does reserve the right to conduct discussions, if determined necessary.



HMMWV TPER Competitive Acquisition

L.2 Proposal Instructions, Format and Content.

L.2.2 Proposal Format. The proposal shall be submitted in the formats and quantities set forth in this section. The solicitation section Evaluation Factors for Award sets forth evaluation criteria and their relative order of importance to the Government. All proposals shall be in US dollars. Each section of the proposal shall be separable by volume (see below) to facilitate review by the Government. Offers shall be submitted electronically to electronic mailbox offers@tacom.army.mil in the following types and quantities:

Volume Number	Title	Electronic Copies (email only)	
	Cover Letter		1
Volume I	SF33/Section K		1
Volume II	Factor 1: Production Capability	1	
Volume III	Factor 2: Performance Risk		1
Volume IIIA	Factor 2: Subfactor 1: Experience	1	
Volume IIIB	Factor 2: Subfactor 2: Past Performance	1	
Volume IV	Factor 3: Price	1	



HMMWV TPER Competitive Acquisition

L.2.4 NOTICE REGARDING EMAIL PROPOSALS.

- L.2.4.1. Offerors must submit the electronic copies of the offer via electronic mail to *HYPERLINK <mailto:offers@tacom.army.mil>.
- L.2.4.2. Offerors are cautioned that Email is not instantaneous; begin your electronic submission well in advance of the solicitation closing date to ensure that the entire proposal is received in time to be considered for award.
 - If any of your emails are not received by the RFP closing deadline, pursuant to FAR 52.214-1 your proposal may be rejected as late.
 - It is suggested that offerors provide a copy of the emails constituting the proposal to the buyer at *HYPERLINK <mailto:lisa.butt@tacom.army.mil> and obtain direct confirmation that all the emails were received.
- L.2.4.3. Given the volume of data and information to be submitted by offerors in response to this solicitation, and the inherent limitations of email bandwidth, offerors will be required to submit proposals in multiple Email submissions; because of the expedited evaluation schedule, it is critical that all offerors carefully and completely identify the parts and attachments of the proposal so that the Government may quickly and easily distribute the proposal volumes.
- L.2.4.4. Offerors shall identify in the email subject line the solicitation number, closing date, context, and the offerors name: example "W56HZV-07-R-0489 (HMMWV TPER Proposal) DUE 29 May-07, Message 1 of 5, XYZ Company".
- L.2.4.5. The proposal submission will be provided as attachments to a series of emails.
 - The Offerors name, address and contact phone number shall be in the body of the message.
 - In the body of each email message of the proposal the offeror shall also provide an inventory of the attachments provided, and information that accounts for each email in relation to the entire proposal.
 - As an example, this is message 3 of a total of 6 messages comprising the proposal of XYZ Company. Attached to this email are 4 attachments; these attachments comprise parts 1 through 4 of 6 total parts of Technical Performance volume 3. Contractor format is acceptable.



HMMWV TPER Competitive Acquisition

L.2.4 NOTICE REGARDING EMAIL PROPOSALS.

- L.2.4.6. Each message attachment shall be appropriately labeled so that it may easily be identified for evaluation, example Volume 4, attachment 1 of 4.
- L.2.4.7. Offerors are requested to the maximum extent practical not to provide attachments from multiple volumes within messages; each message should include attachments from only one volume.
- L.2.5 Lateness. The lateness rules for submitted proposals are outlined in FAR 52.215-1 "Instructions to Offerors-Competitive Acquisition," incorporated in to this solicitation.
- L.2.6 Electronic Copies. Offerors must submit electronic copies and any supplemental information (such as spreadsheets, backup data, and technical information) using the following:
 - (i) Files in either Microsoft Office 2000 or Office XP: Word, Excel, or PowerPoint. Spreadsheets must be sent in a file format that includes all formulae, macro and format information. Print image is not acceptable.
 - (ii) Files in Adobe PDF (Portable Document Format). Scanners should be set to 200 dots per inch.
 - (iii) Files in HTML (Hypertext Markup Language). HTML documents must not contain active links to live Internet sites or pages. All linked information must be contained within the electronic offer and be accessible offline.
- L.2.7 See content instructions for Volume I, Certifications & Representations. Please see FAR 15.207(c) for a description of the steps the Government shall take with regard to unreadable offers
- (b) Paper Copies. Paper copies of offers will not be accepted.
- L.2.8 Proposals shall conform to the requirements of this solicitation; no alternate proposals will be considered in this procurement.



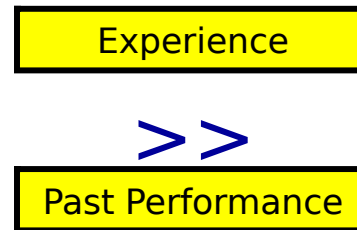
HMMWV TPER Competitive Acquisition

SELECTION CRITERIA

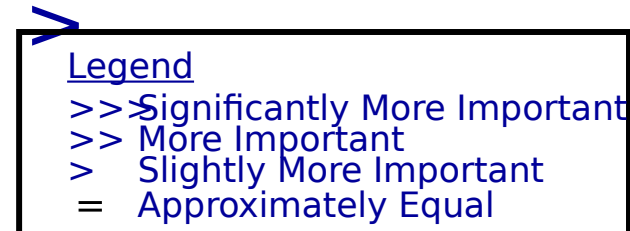
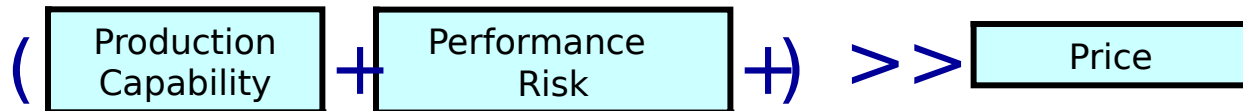
Factors



Sub-Factors



As required by FAR 15.304(e)





PROPOSAL SUBMISSION REQUIREMENTS

Factor 1: PRODUCTION CAPABILITY

- The offerors Production Capability/Delivery Factor Volume shall include the following:
 - All Offerors shall prepare a Production Capability Factor proposal addressing (a) **Manufacturing Facilities**, (b) **Key Tooling and Equipment**, (c) **Production Approach** and (d) **Availability of Personnel**.
- For proposal preparation and evaluation purposes, the Offeror shall prepare its proposal based on the contract delivery requirements in Section F.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 1: PRODUCTION CAPABILITY

- L.3.1 For the initial maximum rate of 180/mo and the subsequent maximum rate of 320/mo Offerors are required to submit the following information in support of this Factor:

-L.3.1.1 Manufacturing Facilities:

- Identify the proposed facility (ies) specifically intended for use in production. Provide the dimensional size of all structures, storage areas, lots, test facilities, open areas, and shipping/receiving areas.
- Offeror must distinguish between existing facilities and proposed plans to obtain facilities.
- Provide a milestone schedule for any new facility construction or leasing, and identify the size and capacity of the new facility and any impact that the new facility construction or leasing may have on the proposed production schedule. In the case of leasing arrangements, provide a copy of the lease document.
- Lastly, provide substantiating information establishing the conformance of the proposed facility location with the requirements of for facility Location.
- If you plan to use subcontractor support, address the above details with regard to subcontracted effort.
- Offerors shall provide photographs of the proposed facilities as part of the proposal



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 1: PRODUCTION CAPABILITY

•Key Tooling and Equipment:

- Identify the key tooling and equipment required in production and categorize the equipment and tooling in accordance with its proposed use.
- Offerors must distinguish between existing tooling and equipment and proposed plans to obtain tooling and equipment.
- Provide milestones for the operational availability of all key tooling and equipment
- Address any problems that the availability of equipment may have on production and how you will remedy that problem.
- If you plan to use major subcontractor support, address the above details with regard to subcontracted effort.

•Production Approach:

- Describe your proposed production facility(ies) layout to accommodate the maximum daily production rate of vehicles to be refurbished under the contract as well as the Unscheduled Maintenance Actions required under the contract.
- The layout should identify the progressive physical flow of hardware within the proposed production site(s).
- The progressive physical flow shall detail the flow process from the point of material receipt and storage through sub-assembly work, final assembly, prep and ship



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 1: PRODUCTION CAPABILITY

•L.3.1.4 Availability of Personnel.

- Discuss planning to provide for the availability of personnel to satisfy the refurbishment,
 - given the offerors production approach as provided above
 - Specifically discuss the present availability of personnel (heads and skills) and, where available heads (by skill) are not available to satisfy the offerors personnel needs (as identified above
 - Specifically address any off shifts needed to meet any of the production rates required under the contract
 - discuss in detail your plans to provide for the remaining required personnel to satisfy the task order delivery schedule (Attachment XX) based upon the offerors production approach as provided in above.



HMMWV TPER Competitive Acquisition

PROPOSAL EVALUATION CRITERIA

Factor 1: PRODUCTION CAPABILITY

- M.3.6.1.1 The Army is seeking a low risk production capability based on to the maximum extent an existing capability.
 - The factor of Production Capability/Delivery will assess the proposal risk probability (based on the information supplied in response to Section L) that the Offeror and its subcontractors will timely achieve performance satisfying Contract requirements, specifically the initial FOC of 180 vehicles refurbished/mo and the subsequent FOC of 320 vehicles refurbished/mo.
 - Offerors whose proposal indicates a production capability that is not currently available to meet the delivery requirements of the solicitation are not precluded, but will be considered higher risk than an offeror whose production capability is currently in place.
 - Additionally, offerors whose proposed prices are assessed as either unsupported in whole or in part, or are inconsistent with the proposed production approach may be assessed as higher risk for meeting contract requirements under this factor.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 2 Performance Risk, Sub-Factor 1: EXPERIENCE

•L.4.1.1 PERFORMANCE APPROACH

- L.4.1.1.1 The evaluation of Experience requires that the offeror disclose the deployment of its team of subcontractors and partners so that the experience of the team may be accurately credited to the team member that will actually perform the effort cited.
- Performance Approach is defined as the methods to be employed in performing the SOW included in this RFP, including the organization proposed by the offeror to accomplish the goals and objectives of the contract.
 - This organization includes the prime contractor as the overall manager of the effort but also is likely to include an array of subcontractors and team members who will each perform discreet elements of the work.
 - For the specific work elements and capabilities listed below in the experience considerations, offerors shall identify who will perform each element.
 - For the purpose of this evaluation, performance of the work means direct, first level supervision of its accomplishment regardless of the actual employer of the individual executing the task.
 - For convenience, a Performance Approach matrix is attached as attachment 008.
 - The offerors shall fill in this matrix with the relevant information requested.
- Failure to fill in and provide the matrix at attachment 008 may subject your proposal to rejection for failure to meaningfully respond to the solicitation.



HMMWV TPER Competitive Acquisition

ATTACHMENT XXX

PERFORMANCE APPROACH MATRIX

CONSIDERATION #1 Experience with -10/-20 Maintenance

Work Element	Contractor(s) Performing Work Element	Approximate % performed
a. Scheduled Maintenance		
b. Diagnostic Troubleshooting and Unscheduled Maintenance		
c. Removal and Replacement of Major Components		
		58 of 85



L.4.1.2 CONTRACT INFORMATION REQUIREMENTS

- L.4.1.2 In the Experience volume, we request that you provide information on recent, relevant contracts for (i) you, and (ii) your proposed subcontractors/team members as detailed in attachment 008.
 - These may include foreign, federal, state, local and private industry contracts.
 - Recent experience includes performance of contracts occurring within approximately 3 years of the date of issuance of this solicitation
- L.4.1.1 For each entity performing any of the discreet work elements described in the consideration listed below, as described in attachment 008, please provide the following information for each contract (for convenience a format is provide at attachment 009):
 - (a) Contract Number (and delivery order number if applicable)
 - (b) Contract Type
 - (c) Total Value of the Contract: (beginning & ending value)
 - (d) Delivery Schedule (beginning, ending, & average monthly rates)
 - (e) Government or commercial contracting activity address, telephone number and e-mail.
 - (f) Procuring Contracting Officers (PCO) and/or Contract Specialists name, telephone number and e-mail
 - (g) Government or commercial administrative contracting officer (ACO), contracting officers representative (COR), performance certifier, and/or quality assurance representative (QAR), name, telephone number and email.
 - (h) A detailed description of scope of work requirements and a discussion of the similarities between the cited contract scope and the scope of this RFP.
 - (i) The dates of contract performance.



HMMWV TPER Competitive Acquisition

L.4.1.2 CONTRACT INFORMATION REQUIREMENTS

Solicitation RFP W56HZV-R-07-0489
ATTACHMENT 009
Performance Risk Factor – Experience Subfactor
Contract Reference Data Sheet

1. Offeror:
2. Company Performing Work Cited:
3. Prime Contractor for Contract cited
4. Consideration:
5. Work/Capability Element:
6. Contract Number (and delivery order number if applicable):
7. Contract Type:
8. Total Value of the Contract : (beginning & ending value):
9. Delivery Schedule (beginning, ending, & average monthly rates):
10. Dates of contract performance:
11. Government or commercial contracting activity address, telephone number and e-mail:
12. Procuring Contracting Offices (PCO) and/or Contract Specialist's name, telephone number and e-mail:
13. Government or commercial administrative contracting officer (ACO), contracting officers representative (COR), performance certifier, and/or quality assurance representative (QAR), name, telephone number and email:
14. A detailed description of scope of work requirements and a discussion of the similarities between the cited contract scope and the consideration work/capability element (attach additional pages as necessary).



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PROPOSAL SUBMISSION REQUIREMENTS

L.4.1.3 EXPERIENCE CONSIDERATIONS

- L.4.1.3.1 Offerors shall provide detailed information regarding the prime and any team members experience with the following four considerations.

C o n s i d e r a t i o n # 1 : Experience with -10/-20 Maintenance

- Offerors shall focus on demonstrating experience with the following work tasks to support the experience of the team member(s) that will be performing the work contemplated by this consideration.
 - For each of the work tasks, provide information about experience with the specific HWMMV models that are the subject of the LTV TPER.
 - Offerors who do not possess this specific experience may provide other experience, but shall explain thoroughly how this other experience is similar to performing the work task on the LTV TPER HWMMV models and specifically how the risk of unsuccessful performance is reduced by its experience.
- a. Experience with performing scheduled maintenance.
 - b. Experience with diagnostic troubleshooting and performance of unscheduled maintenance.
 - c. Experience with Removal and Replacement of major components



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

L.4.1.3 EXPERIENCE CONSIDERATIONS

Consideration # 2 : Experience with -10/-20 Maintenance at comparable volumes

- Offerors shall focus on demonstrating experience with the following work tasks to support the experience of the team member(s) that will be performing the work contemplated by this consideration.
 - For each of the work tasks, provide information about experience with the specific HWMMV models that are the subject of the LTV TPER.
 - Offerors who do not possess this specific experience may provide other experience, but shall explain thoroughly how this other experience is similar to performing the work task on the LTV TPER HWMMV models and specifically how the risk of unsuccessful performance is reduced by its experience.
- a. Experience with performing scheduled maintenance at rates of up to 320 vehicles/month.
 - b. Experience with diagnostic troubleshooting and performance of unscheduled maintenance at rates of up to 320 vehicles/month.
 - c. Experience with Removal and Replacement of major components at the rates contemplated by the proportions each listed subcomponent specified in Section C.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

L.4.1.3 EXPERIENCE CONSIDERATIONS

Consideration # 3 : Experience in Kuwait

- Offerors shall focus on demonstrating experience with the following work tasks to support the experience of the team member(s) that will be performing the work contemplated by this consideration.
 - For each of the work tasks, provide information about experience working in Kuwait, which is where the LTV TPER must be performed.
 - Offerors who do not possess this specific experience may provide other experience, but shall explain thoroughly how this other experience is similar to performing in Kuwait and how the risk of unsuccessful performance is reduced by its experience.
- a. Experience with recruiting, hiring, and deploying to Kuwait, Third Country National personnel (TCN).
 - b. Experience with recruiting, hiring, and deploying to Kuwait United States expatriot and other western personnel.
 - c. Experience with establishing and operating a Contractor provided facility in Kuwait.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

L.4.1.3 EXPERIENCE CONSIDERATIONS

Consideration # 4 : HMMWV Experience

- Offerors shall focus on demonstrating experience with the following to support the experience of the team member(s) that will be providing the capability contemplated by this consideration.
- For each of the capabilities, provide information about experience with the HMMWV models under LTV TPER.
- Offerors who do not possess this specific experience may provide other experience, but shall explain thoroughly how this other experience is similar to HMMWV experience and how the risk of unsuccessful performance is reduced by its experience.
 - a. Familiarity with the design of the HMMWV.
 - b. Experience with the maintenance procedures for the HMMWV.
 - c. HMMWV parts acquisition experience

Included is access to an ongoing production line with parts inventory or possession of a Bill Of Material (BOM) with sources so that parts may be effectively acquired.



HMMWV TPER Competitive Acquisition

EVALUTION CRITERIA EXPERIENCE

- M.3.6.2.1 Experience Subfactor.
- M.3.6.2.1.1 Under the Experience subfactor the Government will assess the relative degree of risk that, based on the extent and relevance of experience, the offeror will timely and successfully deliver refurbished vehicles in accordance with the delivery schedule and scope of work.
- M.3.6.2.1.2.1 The Government will determine the relevance of previous experience to the requirements of this RFP by assessing the degree to which the performance approach used in the cited contract is similar to the performance approach to be employed in the contract resulting from this RFP.
- Therefore, offerors will not receive any credit in the evaluation for proposed experience of any team member if that team member is not performing the identical work under LTV TPER.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 2 Performance Risk Sub-Factor 2 : PAST PERFORMANCE

- L.4.2.1. Questionnaires: A past performance questionnaire is provided at attachment 010.
- A copy of the "Past Performance Questionnaire" will also be posted on the website for your use in electronically sending it to your customers.
- For the contracts offered for evaluation, the Offeror shall send a copy of the past performance questionnaire directly to (a) the federal, state and local government agency, and (b) the commercial private industry customers which had past performance working with them on similar/relevant requirements.
- Immediately upon receipt of the solicitation and based on identification of your most recent and relevant customers, the Offeror shall send the questionnaire to the appropriate Contracting Officer's Representative (COR) and Procuring Contracting Officer (PCO), or other appropriate technical and contracting individuals.
- The Offeror shall request that these individuals complete the questionnaire and forward it electronically directly to the Government at Lisa.butt@us.army.mil no later than five (5) days before the solicitation closing date (See Block #9 of the SF 33 cover page to this solicitation).



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 2 Performance Risk Sub-Factor 2 : PAST PERFORMANCE

- L.4.2.3. Recent Contract Information.
 - The Offeror shall identify and submit no more than five of the most recent/relevant contracts.
 - These contracts may include Federal, State, and local government and commercial contracts. Recent contracts are those with any performance occurring within the three years prior to the date this RFP was issued.
- L.4.2.4. Relevant Contract Information.
 - The Government will evaluate the Past Performance of the prime contractor only.
 - Performance of the LTV TPER effort will require the contractor to manage a wide range of performance activities, and experience has shown that this is likely to involve an array of subcontractors/team members.
 - Your submitted past performance contracts shall address your previous efforts in performing prime contract management of efforts similar in performance approach to the LTV TPER.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 2 Performance Risk Sub-Factor 2 : PAST PERFORMANCE

- For each of your recent/relevant past contracts, provide the following information:
 - a. Contract Number and company or agency that awarded the contract
 - b. Narrative Description of the work scope and dollar value and a comparison with the work scope and anticipated dollar value of this solicitation
 - c. Contracting point of contact, technical point of contact for that customer, including their addresses, phone numbers, and e-mail addresses
 - d. A discussion of the performance approach similarities of the prime contract management effort to that required by LTV TPER.
 - e. A discussion of any noteworthy quality, delivery, or customer satisfaction accomplishments or recognition
 - f. A discussion of any quality, delivery, or customer problems that occurred, how they were resolved, and steps taken to avoid similar problems in the future.
- Note: If the point of contact does not speak English, it is the Offerors responsibility to have an interpreter present if this person is contacted by the Government.
- L.4.2.5 Thorough and Complete Information: The Government does not assume the duty to search for data to cure problems found in proposals.
 - The burden of providing thorough and complete past performance information remains with you.



EVALUATION CRITERIA

Factor 2 Performance Risk Sub-Factor 2 : PAST PERFORMANCE

- M.3.6.2.2 Past Performance subfactor.
 - The assessment of Past Performance subfactor will be based on the **Prime Offerors past record** of contract performance, of contracts performed within the **last three years**, as it relates to the probability that the Offeror will successfully accomplish the required effort.
 - Proposed subcontractors Past Performance will not be assessed in the evaluation, only the proposed Prime Contractors Past Performance will be considered.
 - The assessment will be based on how similar the **prime contract management** performed under the prior contracts is to the LTV TPER in performance approach.
 - The assessment of the quality of past performance will consider **customer satisfaction, delivery compliance, technical compliance, and subcontract/vendor management**.
 - The assessment of the similarity of the prior work to the LTV TPER and the assessment of the quality of the prior work as assessed by customers will be combined into a risk assessment regarding how likely successful the offeror will be in performing the LTV TPER contract.



EVALUATION CRITERIA

Factor 2 Performance Risk Sub-Factor 2 : PAST PERFORMANCE

- b. Significant achievements, problems, or lack of relevant data in any element of the work can become an important consideration in the source selection process.
- The existence of negative prior performance findings may result in a rating that reflects elevated performance risk.
- Offerors without a record of any relevant Past Performance upon which to base a meaningful performance risk prediction will be rated as "Unknown Risk," which is neither favorable nor unfavorable.
- c. In evaluating each Offeror's delivery compliance, the Government will look at the Offeror's delivery performance, against the contracts original delivery schedule unless the delay was Government caused. Schedule extensions that were the fault of the Offeror, even if consideration was provided, will be counted against the Offeror.
- The Government will also evaluate general trends in past performance, including demonstrated corrective actions.
- d. Additionally, the Offeror may be evaluated based on other internal Government or private source information.
- While the Government may elect to consider data obtained from external sources other than the proposal, the burden of providing thorough and complete past performance information rests with the Offeror.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 3: PRICE

- L.5. Volume IV Price Factor
- L.5.1 Offeror will insert unit prices for all CLINs as instructed in spreadsheet at Attachment XXX. Offeror will provide the following prices for each contract year.
- L.5.1.1 For the firm fixed price CLINs for mandatory tasks the offeror is to provide unit prices per vehicle for each quantity range.
 - The quantity ranges refer to the monthly production rate for all vehicle types combined regardless of vehicle mix. Offer will also provide unit prices per vehicle for each quantity range for Guaranteed Minimum CLINs.
- L.5.1.2 For the firm fixed price per replacement for major items the offeror is to provide a unit price per replacement for each of the major assemblies for each vehicle
- L.5.1.3 For the T&M labor portion covering unscheduled maintenance the offeror is to provide fully built-up prices per hour for each required labor skill category.
- L.5.1.4 For the time-and-material-related work under the contract, as shown on Attachment XXX the offeror shall provide a material handling factor for each ordering period. Related to these proposed factors, the offeror shall provide the following data in the Price Volume. The offeror shall quantitatively show what costs are included in the proposed percentage factors for material handling costs. (The proposed percentage factors for material handling costs will be added to all allowable and allocable direct material cost that the contractor incurs as part of the time and material effort. (For example, if the factor is 10%, the contractor would be paid \$1.10 for each dollar of direct material incurred.) The factor is as provided in FAR 16.601(a)(2) and 16.601(b)(2). No profit shall be included in this factor.)



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 3: PRICE

- L.5.1.5 Consistent with the prices identified in this spreadsheet and the information contained in your Volume II – Production Capability Volume, the offeror is required to submit limited cost and pricing information to support the proposed amount.
 - The Price Factor shall include the prices for all CLINs set forth in spreadsheet at Attachment XXX.
 - All prices, as well as any pricing information provided as a result of these instructions, shall be in U.S. dollars.
 - Also provide a basis for establishing the proposed prices of all first ordering period CLINS, including verifiable and established records that are regularly maintained by the vendor, and are published or otherwise available for customer inspection.
 - Address significant factors accounting for price differences for other contract years and for the Guaranteed Minimum CLINs.
 - The above information is intended to establish the reasonableness and realism of the offerors proposed prices.
- Spreadsheets should be Microsoft EXCEL or compatible equivalent and should be read-only.



HMMWV TPER Competitive Acquisition

PROPOSAL SUBMISSION REQUIREMENTS

Factor 3: PRICE

- L.5.4.2 Labor Spreadsheet: The offeror is required to provide an electronic spreadsheet for labor.
 - All direct labor positions or categories shall be identified.
 - Additional columns shall identify: base pay rate, nationality (ex: Local, Western, Third Country National), and general description of qualifications.
 - Other columns may be added as appropriate.
 - Offeror will use the general format of sample spreadsheet at attachment XXX.
 - If labor rates include allowances for overtime, fringe, foreign differential, bonuses, or other factors, identify those amounts and the derivations.
 - Identify which if any rates are included in a current FPRA or have been audited by DCAA and include DCAA/DCMA contacts.
 - Labor spreadsheets are required for first contract year prices only



PROPOSAL SUBMISSION REQUIREMENTS

Factor 3: PRICE

- L.5.4.3 Firm Fixed Price Effort: The offeror shall provide the following information on a per unit basis for first ordering period pricing.
 - Separate summaries shall be provided for the firm fixed price per vehicle refurbishment and fixed prices per assembly for each of the major assembly replacement efforts.
 - Price information for major assembly replacement should address labor offset for mandatory tasks eliminated or duplicated by the replacement.
 - Where range pricing applies the offeror should submit this data for the quantity range price of the range with the highest evaluation weight (highest quantity).
 - The offeror should provide narratives explaining significant variances for low or high quantity range prices.
 1. Material Cost
 2. Material Overhead
 3. Touch Labor
 4. Labor Overhead
 5. Amortized Engineering
 6. Engineering Overhead
 7. Travel
 8. Other Direct Costs (including non-material subcontracts)
 9. FCCM
 10. G&A
 11. Fee/Profit
 12. Quantity unit price



PROPOSAL SUBMISSION REQUIREMENTS

Factor 3: PRICE

- L.5.3.1 Price Supporting Information. The offeror is required to provide on a per unit basis narratives describing the basis and rationale for each element included in the summaries from L.5.4.3.
 - Identify any judgmental characteristics applied and any mathematical, statistical, or other methods used in pricing, and the nature and amount of any contingencies or adjustments included in the proposed amounts.
 - Provide current FPRA if available, pool and base information with historical data or projected costs with explanation of reasoning.
 - Identify any DCAA audited information and DCAA / DCMA contacts.
- L.5.3.1.1 Material: Offeror shall provide basis for direct material cost.
 - This may include priced bills of material, engineering estimates with reasoning explained, historical information, etc.
- L.5.3.1.2 Indirect costs and FCCM: (including Material Overhead, Labor Overhead, Engineering Overhead, G&A) Offeror shall provide basis for each indirect rate and FCCM rate.
- L.5.3.1.3 Touch Labor: Offeror will provide proposed direct labor hours, rates per hour, and amounts by labor position or category.



PROPOSAL SUBMISSION REQUIREMENTS

Factor 3: PRICE

- L.5.3.1.4 Engineering Labor: If engineering is direct charged the offeror will provide proposed direct labor hours, rates per hour, and amounts by labor position or category. Spreadsheet for labor required under L.5.4.2 shall be linked or cross-referenced.
- L.5.3.1.5 Travel: Offeror is required to provide proposed travel costs including but not limited to business travel, deployment costs, home leave and/or R&R travel. Include number of travelers, duration, air fare, lodging, per diem, etc. and basis for projected costs.
- L.5.3.1.6 Other Direct Costs: Offeror will provide amounts and detailed basis of estimates for all other proposed direct costs if any such as facilities, tooling, setup, freight, employee housing, etc.
- L.5.3.1.7 Insurance cost for assuming responsibility for all loss or damage to Government Furnished Property while in the offerors possession.
 - Offerors shall identify the cost of insurance, and any other costs associated with this responsibility.
 - This includes costs associated with responsibility for Government Furnished vehicles as well as responsibility for Government Furnished replacement parts.



EVALUATION CRITERIA

Factor 3: PRICE

- Evaluation of Maximum Production Rate pricing
 - The pricing spreadsheet will include entries for offerors to provide prices for two scenarios for the final three ordering period.
 - Basic Delivery: three delivery ranges with a minimum monthly rate of not less than 35 vehicles refurbished/mo and a maximum monthly rate of 180 vehicles refurbished/mo
 - Optional Delivery: five delivery ranges with a minimum monthly rate of not less than 35 vehicles refurbished/mo and a maximum monthly rate of 320 vehicles refurbished/mo
- The spreadsheet will calculate a total evaluated price using the weighted average unit price from each scenario.



EVALUATION CRITERIA

Factor 3: PRICE

- M.3.7.1.1 The Price Area evaluation will consider the total evaluated price to the Government.
- The assessment of total evaluated price will include consideration of the reasonableness, realism and affordability of the proposed fixed prices, T&M hourly rate prices, and T&M material handling factor.
- A price is considered reasonable if that price does not exceed what would be incurred by a prudent person in the conduct of competitive business.
 - Realism asks the question, "Does the proposal accurately reflect the offeror's proposed effort to meet program objectives and requirements?"
 - The results of the realism assessment may be used in the assessment of proposal risk under the Production Capability actor.
 - In the event that the offerors Price Factor proposal either (a) is assessed as lacking realism under either the FFP or T&M portions of the proposal, or (b) is inconsistent with the offeror's Production Capability Factor Proposal and therefore reflects a lack of price realism relative to proposal assertions made under non-Price factors, the evaluation of the Production Capability Factor will be downgraded commensurate with the extent and impact of the Realism shortfalls.
- Consideration of affordability may be controlling in circumstances where two or more proposals are otherwise adjudged equal, or when the superior proposal is at a price which the government cannot afford.
 - Additionally, price may be controlling where the non-price advantages of a particular proposal are not considered worthy of the additional price involved.
 - Price reasonableness and realism may be evaluated by various means such as historical data, experience available from Government sources, and information provided in the offerors' Production Capability Proposal.



EVALUATION CRITERIA

Factor 3: PRICE

- M.3.7.1.2 For the Fixed Price CLINs, for work performed by the prime contractor or its subcontractors, the evaluation of realism seeks to determine whether the proposed prices per vehicle refurbishment or per major assembly replacement are likely to achieve contract requirements and objectives, including whether the proposed labor rates are realistic to hire and retain the labor skills proposed by the offeror.
 - The evaluation will also include whether the proposed per vehicle or per assembly rates realistically include all other associated costs such as ordering of repair parts either through Government supply system or through a time & material CLIN, allowance for overtime, material handling or storage, clerical, supervision, quality assurance or other costs.
 - In doing so, the Government will examine the offerors narrative provided and attached spreadsheets provided.
- M.3.7.1.3 With regard to the T&M hourly labor rates, for work performed by the prime contractor or its subcontractors, the evaluation of realism seeks to determine whether the proposed labor rates for both the prime offeror and any subcontractors, are likely to achieve contract requirements and objectives, and whether the proposed hourly rates are realistic to hire and retain the labor skills proposed by the offeror.
 - The evaluation will also include whether the proposed hourly rates realistically include all other associated costs such as ordering of repair parts either through Government supply system or through a time & material CLIN, allowance for overtime, material handling or storage, clerical, supervision, quality assurance, or other costs whether normally direct or indirect. 79 of 85
 - In doing so, the Government will examine the offerors narrative provided and spreadsheets



EVALUATION CRITERIA

Factor 3: PRICE

- M.3.7.1.4 The total evaluated price will be determined through the summing in spreadsheet at Attachment 002 as filled in by the offeror IAW L.5.1.
- For purposes of evaluation only, for the firm fixed price CLINs for mandatory tasks, a weighted average unit price will be multiplied by the evaluated quantity.
- For purposes of evaluation only for the major assembly replacement CLINs the offerors proposed fixed price per assembly will be multiplied by the government's estimated annual quantity of replacements.
- For purposes of evaluation only, for the T&M portion covering unscheduled maintenance, for each required skill the contractors fixed price per hour will be multiplied by the government's estimated annual hours for that skill.
- M.3.7.1.5 The total evaluated prices for material under the time and material CLINS are based on direct material of \$50,000 for each ordering period, plus the offeror's proposed material handling factor(s).

Note that this government estimated material amount is defaulted in the evaluated price spreadsheet at Attachment XXX.



HMMWV TPER Competitive Acquisition

Offeror Name:

Offeror is required to fill in unit prices on the three following tabs.

Fill in cells are highlighted in yellow.

Spreadsheet will calculate evaluated totals IAW section M of the solicitation.

SUMMARY

Total for Mandatory Replacement:	\$	-
Total for Major Assemblies:	\$	-
Total for T&M:	\$	200,000.00
Total Evaluated Price:	\$	200,000.00

Total Evaluated Quantity of Vehicles: 9,762

NOTE:

There are still blank fill-ins.



HMMWV TPER Competitive Acquisition

Offeror is required to fill in unit prices for each production rate range for each ordering period and option.

Guaranteed Minimum range splits:	34	74	124	180	
CLIN 0010					
Monthly Production Rate Ranges:	35-74	75-124	125-180		
Evaluation Weight for Range:	10%	30%	60%	100%	
Range Midpoints	55	100	153		
Unit Price for Range					420 Evaluated CLIN Qty
	\$	-	\$	-	\$
Evaluated CLIN Price					\$

Ordering Period 1 range splits:	34	74	124	180	
CLIN 0011					
Monthly Production Rate Ranges:	35-74	75-124	125-180		
Evaluation Weight for Range:	10%	30%	60%	100%	
Range Midpoints	55	100	153		
Unit Price for Range					153 Estimated Monthly Qty
	\$	-	\$	-	\$
Evaluated CLIN Price					\$

Ordering Period 2 range splits:	34	74	124	180	
CLIN 0012					
Monthly Production Rate Ranges:	35-74	75-124	125-180		
Evaluation Weight for Range:	10%	30%	60%	100%	
Range Midpoints	55	100	153		
Unit Price for Range					153 Estimated Monthly Qty
	\$	-	\$	-	\$
Evaluated CLIN Price					\$

Optional Ordering Period 2 range splits:	34	74	124	180	240	320
CLIN 0012						
Monthly Production Rate Ranges:	35-74	75-124	125-180	181-240	241-320	
Evaluation Weight for Range:	5%	10%	15%	30%	40%	100%
Range Midpoints	55	100	153	211	281	
Unit Price for Range						281 Estimated Monthly Qty
	\$	-	\$	-	\$	\$
Evaluated CLIN Price						\$



HMMWV TPER Competitive Acquisition

Major Assemblies

Offeror is required to fill in a unit price for each major assembly replacement for each Ordering Period.

Ordering Period 1	Engine CLIN 0021		Transmission CLIN 0031		Differential CLIN 0041		Transfer Case CLIN 0031		Geared Hub CLIN 0041		200A. Alternator CLIN 0051	
	Unit Price		Unit Price		Unit Price		Unit Price		Unit Price		Unit Price	
	Est Period Qty	995	Est Period Qty	643	Est Period Qty	903	Est Period Qty	995	Est Period Qty	1301	Est Period Qty	459
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -
Ordering Period 2	Engine CLIN 0022		Transmission CLIN 0032		Differential CLIN 0042		Transfer Case CLIN 0032		Geared Hub CLIN 0042		200A. Alternator CLIN 0052	
	Unit Price		Unit Price		Unit Price		Unit Price		Unit Price		Unit Price	
	Est Period Qty	2192	Est Period Qty	1416	Est Period Qty	1989	Est Period Qty	2192	Est Period Qty	2866	Est Period Qty	1012
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -
Ordering Period 3	Engine CLIN 0023		Transmission CLIN 0033		Differential CLIN 0043		Transfer Case CLIN 0033		Geared Hub CLIN 0043		200A. Alternator CLIN 0053	
	Unit Price		Unit Price		Unit Price		Unit Price		Unit Price		Unit Price	
	Est Period Qty	2192	Est Period Qty	1416	Est Period Qty	1989	Est Period Qty	2192	Est Period Qty	2866	Est Period Qty	1012
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -
Ordering Period 4	Engine CLIN 0024		Transmission CLIN 0034		Differential CLIN 0044		Transfer Case CLIN 0034		Geared Hub CLIN 0044		200A. Alternator CLIN 0054	
	Unit Price		Unit Price		Unit Price		Unit Price		Unit Price		Unit Price	
	Est Period Qty	2192	Est Period Qty	1416	Est Period Qty	1989	Est Period Qty	2192	Est Period Qty	2866	Est Period Qty	1012
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -

Total for Assemblies:
For Evaluation Purposes



HMMWV TPER Competitive Acquisition

Offeror is required to fill in a completely loaded price per hour for each skill type for each Ordering Period.

Ordering Period 1 CLIN 0061	Sr. Technician		Mechanic		Skilled Laborer		Welder	
	Price/Hr		Price/Hr		Price/Hr		Price/Hr	
	Est Period Qty	9,402	Est Period Qty	56,411	Est Period Qty	23,505	Est Period Qty	4,701
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -
Ordering Period 2 CLIN 0062	Sr. Technician		Mechanic		Skilled Laborer		Welder	
	Price/Hr		Price/Hr		Price/Hr		Price/Hr	
	Est Period Qty	20,721	Est Period Qty	124,326	Est Period Qty	51,802	Est Period Qty	10,360
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -
Ordering Period 3 CLIN 0063	Sr. Technician		Mechanic		Skilled Laborer		Welder	
	Price/Hr		Price/Hr		Price/Hr		Price/Hr	
	Est Period Qty	20,721	Est Period Qty	124,326	Est Period Qty	51,802	Est Period Qty	10,360
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -
Ordering Period 4 CLIN 0064	Sr. Technician		Mechanic		Skilled Laborer		Welder	
	Price/Hr		Price/Hr		Price/Hr		Price/Hr	
	Est Period Qty	20,721	Est Period Qty	124,326	Est Period Qty	51,802	Est Period Qty	10,360
	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -	Total Price	\$ -

Total for T&M Labor:



HMMWV TPER Competitive Acquisition

CLIN 0071		
Local Purchase Material		
Govt Est Mat'l	\$	50,000.00
Mat'l Hand Factor		
Total Price	\$	50,000.00

CLIN 0072		
Local Purchase Material		
Govt Est Mat'l	\$	50,000.00
Mat'l Hand Factor		
Total Price	\$	50,000.00

CLIN 0073		
Local Purchase Material		
Govt Est Mat'l	\$	50,000.00
Mat'l Hand Factor		
Total Price	\$	50,000.00

CLIN 0074		
Local Purchase Material		
Govt Est Mat'l	\$	50,000.00
Mat'l Hand Factor		
Total Price	\$	50,000.00

Total for T&M Material & Factor: \$ 200,000.00

Total T&M \$ 200,000.00
For Evaluation Purposes